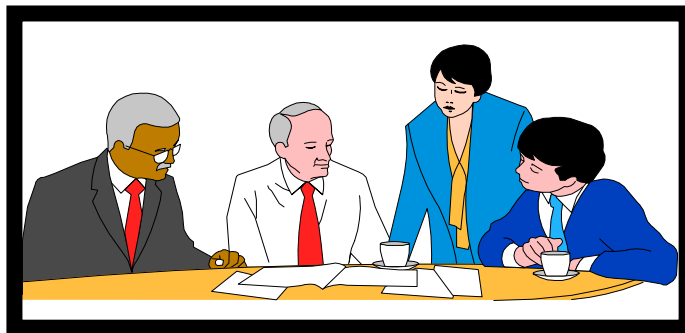


Now that you've
learned the basics
of doing business
with the state from
NEXT STEP.....



**.....Let's
talk
contracts!**

NEXT STEP II

In this workshop learn:

- How to read a bid application from the Department of Treasury
- The different types of bids and how to respond to each
- How the state determines which vendor(s) receive a contract
- Why you should attend a pre-bid conference
- What it means to be a “non-responsive” and how to avoid it!
- The Do’s and Don’ts when bidding for corporate contracts

**See the reverse side of this flyer
for a complete list of dates and locations**



***To register call:
(609) 292-2146***



2004 Schedule of Workshops - Next Step II
(All workshops run from 9:30 am-11:30 am)

Date	County	Location	Address	Phone
Tuesday January 13	Monmouth	Brookdale Community College Room: LAH – 209 (Larrison Hall)	765 Newman Springs Road Lincroft, NJ Parking Lot # 2	SBDC 732-842-8685
Friday February 20	Bergen	Chiarco Learning Center	355 Main Street Hackensack, NJ	SBDC 201-489-8670
Thursday March 11	Somerset	Raritan Valley Community College Room: ATC 101	Route 28 & Lamington Road North Branch, NJ	SBDC 908-526-1200, Ext. 8515
Wednesday April 28	Union	Kean University, East Campus, Room 158 A	215 North Avenue Union, NJ	SBDC 908-737-5950
Thursday May 27	Mercer	The College of New Jersey, Bldg. & Room TBA	2000 Pennington Ave. Ewing, NJ	SBDC 609-989-0948
Wednesday June 23	Morris	County College of Morris, Learning Resource Center, Rm. TBA	214 Center Grove Road, Randolph, NJ	SBDC 908-689-9620
Thursday July 22	Essex	Rutgers University - Newark	TBA	SBDC 973-353-5950
Thursday September 16	Camden	Rutgers University - Camden	TBA	SBDC 856-225-6221
Thursday October 21	Somerset	Raritan Valley Community College Room: ATC 101	Route 28 & Lamington Road North Branch, NJ	SBDC 908-526-1200, Ext. 8515
Wednesday November 10	Middlesex	Rutgers Center for Advanced Food Technology, Main Conference Center	120 New England Ave. Piscataway, NJ	SBDC 609-989-0948

For more information, please call Bob Bilarczyk or Muriel Mitchell-Lawrence at (609) 292-2146